



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN KENTUCKY

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in KENTUCKY (Fiscal Year 1999 thru 2003)

Companies Supported:	21
Communities Supported:	14
Value of Exports Supported:	\$132.7 million
Value of Exports Supported - FY 2003:	\$ 13.2 million

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Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri

(312) 353-8081

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Ex-Im BANK SUCCESS STORIES

Second Source Wireless, a small business in **Florence, Kentucky**, has used Ex-Im Bank working capital guarantees during the last few years to sell refurbished cellular telecommunications systems to buyers in **Mexico, Bolivia, Paraguay, Guatemala**, and elsewhere in **Latin America**. The guarantee has been for working capital lines of credit from the company's bank, Fifth Third Bank, in Cincinnati. At least three of the company's 35 jobs are dependent on these export sales, according to company president Jerry Grubbs. "The working capital guarantees have allowed us to expand production," he added.

Zoeller Pump Company, a small business in **Louisville, Kentucky**, found that by utilizing Ex-Im Bank's insurance program they could expand their export markets and maintain the company's staffing level at approximately 500 employees. This 62-year-old business, which produces pumps, used Ex-Im Bank insurance to safeguard their exports to **Korea, Taiwan, Mexico, and Costa Rica**. Donald Fleming, Zoeller's chief financial officer said: "We found Ex-Im Bank's insurance provides a safety factor, giving a comfort level not available before, and enables us to offer credit to foreign customers."

Henry Vogt Machine Co., a 100-year-old family-owned company in **Louisville, Kentucky**, is supplying a \$23 million heat recovery steam generator for a power plant in **Argentina**, backed by an Ex-Im Bank loan guarantee. Vogt estimates the sale will help sustain directly at least 100 jobs in Kentucky and Oklahoma, and indirectly other jobs at Vogt suppliers. "Ex-Im Bank is definitely helping to create jobs at Vogt," said Kent Oyler, Vogt chief financial officer.

Food Service Purchasing Cooperative International, Inc., an exporter of food, food packaging and restaurant equipment to KFC restaurant franchises around the world, expects a 20-fold increase in foreign sales, backed by Ex-Im Bank insurance. "The insurance allows us to sell to markets where we haven't been before," said David L. Stokes, the company's manager of credit and collections. "We operate on thin margins in the fast food restaurant business, and any loss is significant. The insurance protects us on the international scene, and that's where the growth is."